



Auto Loans

Using Credit Wisely in Purchasing a Vehicle

Auto Loan Vocabulary

- Financing
- Down Payment
- Principal
- Interest/APR
- Maturity Value
- Monthly Payment
- Loan Term
- Lease
- Tax, Title, Registration

Source of the Loan

- Financing Offers - Dealership
- Banks
- Credit Unions
- Consumer Finance Company



Compare to Find
Best Deal

Financing Offers/Sales


- Compare the Total Costs

0% or Cash Back

Interest Rates

- Identify the Maturity Value of the Loan using Loan Calculators.

Bank Rate



Prototypes shown with options.
Production models will vary.

FINANCE A 2015 COROLLA

0% APR | 60 months

[View Offer](#) >

The Loan



- Monthly Payments
- Total Interest
- Principal
- Maturity Value
- Term

How Much Can You Afford?

Determine the following:

- Down Payment (20%)
- Trade In?
- Monthly Payment AND Term
- Tax, Title, Registration

Total Vehicle Cost





How to Reduce the Maturity Value

Car Buying Thoughts

- Warranties
- Trade-In
- Where to Buy - Let them compete!
- The Target Price
- Total Price/The Monthly Payment
- Questions??



Lease or Buy?